



*Linking Alaska's small businesses to
the right resource at the right time*

From the University of Alaska Center for Economic Development,
UAF Cooperative Extension Service & Partners

Presenter Today:

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Who do I work for?



Established in 1992

- Located on UA Anchorage Campus
- Represents the entire UA system



Established in 1930

- Offices around the state
- Serves the entire state



UAF Cooperative Extension Service

Provides factual and practical information while bringing Alaskans' issues and challenges to the university.

UAF CES Economic Development



Food Products

- Test Kitchen



Tourism

- Birding
- Culture



Agricultural Products

- Peony Growers



Business Support

- AKSourceLink



Wood Products

- Biomass



Cooperatives

- Alaska Cooperative Development Program

New Test Kitchen

DEC Certified

Events

Catering

Small Food
Production

Test kitchen benefits entrepreneurs

Michelle Kisselman considered starting a business after a friend encouraged her to sell her habanero garlic sauce. A few months later, the company she worked for outsourced her transcriptionist job.

Extension's Kate Idzorek helped Kisselman navigate the process of developing a food-based business and connect to other resources, including a university art student who designed a label for "Glacial Heat."

Kisselman started making her hot sauces in the Extension's test kitchen a year ago, and her sauces and spicy jellies have sold well at farmers markets and food stores in Fairbanks.

"I didn't know how well I was going to do," she said. "It's actually a business."

The state requires that certain foods be prepared in a Department of Environmental Conservation-certified facility. Entrepreneurs may rent Extension's certified kitchen on the University of Alaska Fairbanks campus while they get their businesses off the ground.

Idzorek, who coordinates the test kitchen, works with entrepreneurs interested in starting a food business. Product development services include nutrition labels, certified food protection manager training, food pH testing and label proofing to meet Food and Drug Administration guidelines. The kitchen is also used for food product development research.

FYI...

- Extension developed its test kitchen in 2004 with a grant from the U.S. Department of Agriculture. Extension used the kitchen in 2011 to create recipes for school lunch programs, integrating barley into baked goods for Fairbanks schools.
- The Department of Environmental Conservation (DEC) recently donated a 15-gallon vat pasteurizer that will be tested this winter and made available soon to entrepreneurs interested in making cheese or pasteurizing other products in the test kitchen.
- Extension and DEC are preparing checklists for food producers to guide them through the process of becoming a small food-based business. Joint projects in 2011 also included a publication on safe egg handling.



ECONOMIC DEVELOPMENT



UA Center for Economic Development

Provides technical assistance, entrepreneurship resources, economic development capacity building

Entrepreneurship

- Alaska SourceLink –
www.aksourcelink.com
- Lemonade Day
- Entrepreneurship
Training Program
 - ▣ Business Plan
Competition and
Workshops
- Steps for Success
Handbooks:
 - Fish Processing, B&B,
Restaurant, Lodge, Guiding, ATV



Where do I go?

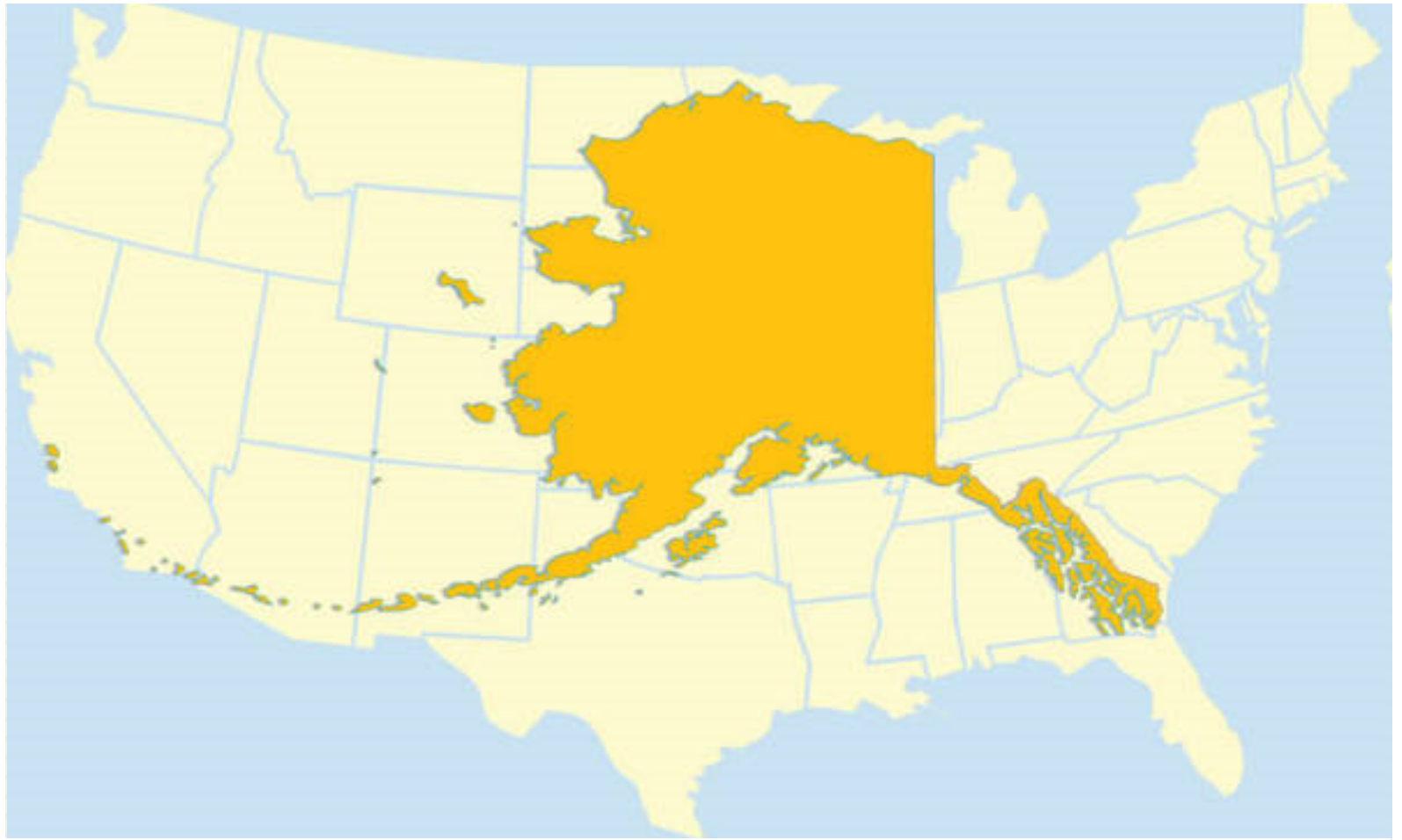
If my business is?

- ☐ Concept stage
- ☐ Startup
- ☐ Expanding
- ☐ Arts
- ☐ B&B
- ☐ Energy
- ☐ Retail
- ☐ Seafood production
- ☐ Tourism



and I need help with?

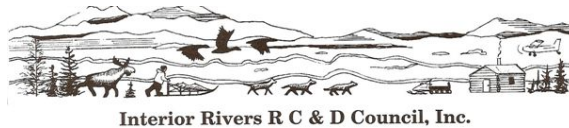
- ☐ Accounting
- ☐ Brochure design
- ☐ Business planning
- ☐ Financing
- ☐ Legal services
- ☐ Marketing
- ☐ Mentoring
- ☐ Office space
- ☐ Pricing



Finding a solution for Alaska

One-fifth the size of the contiguous United States

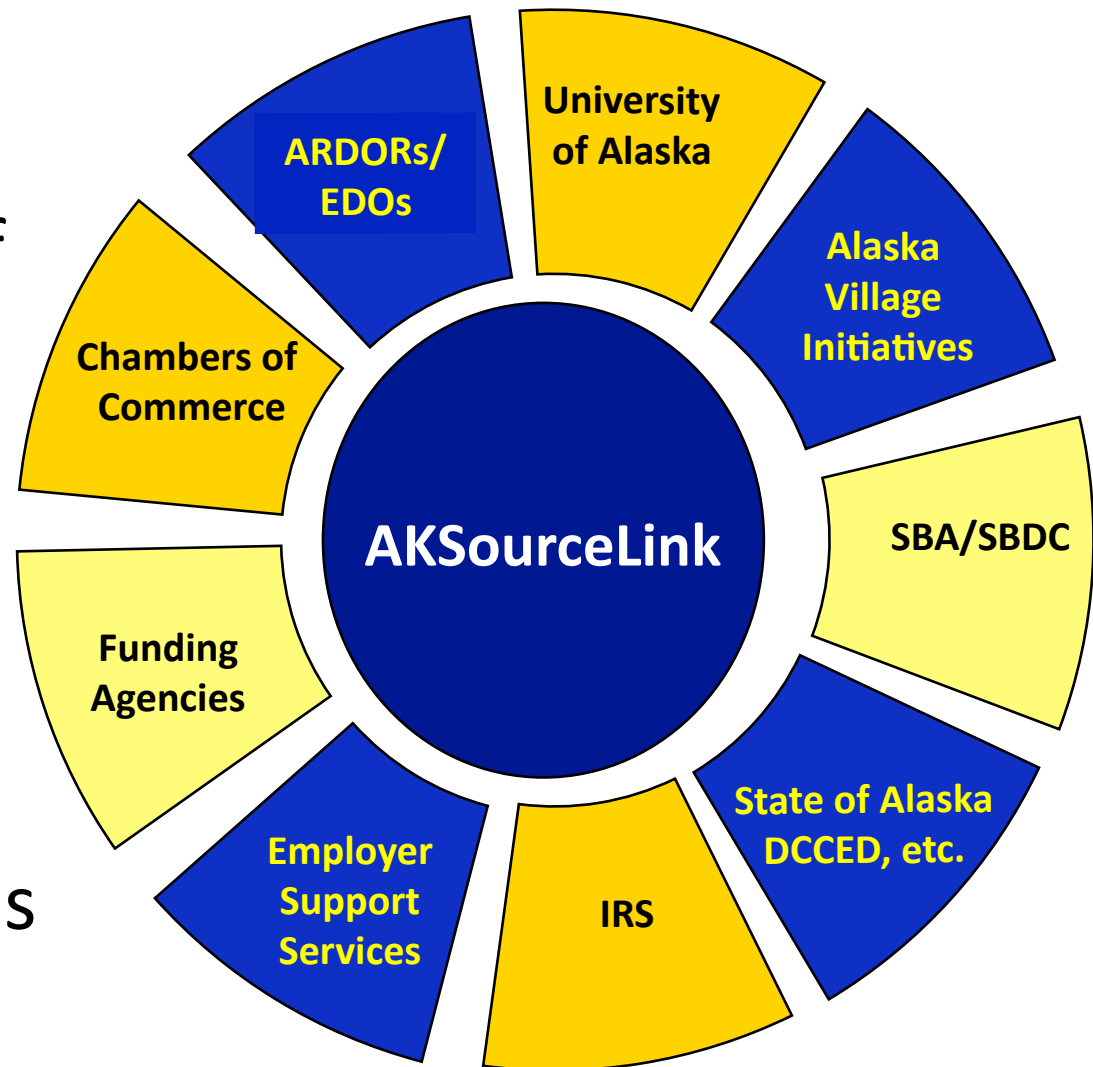
Founding Partners



Southeast Conference



- A free community referral network of more than 100 resource partners
- A statewide collaboration of nonprofits, government & university programs



Free Training for Business Owners with Disabilities

FREE Training Series for Business Owners with Disabilities

**All seven sessions are online and free to attend!
February 28 through April 26**

Learn to...

- * Customize your business to fit your life.
- * Find grants and other resources to help you succeed.
- * Expand your social circle to grow your business.

Apply by February 24, 2012

Sessions 1 - 3 Tuesdays 10 AM to Noon (2/28 - 3/13)

Sessions 4 - 7 Tuesdays/Thursdays 10 AM to Noon (4/3 - 4/26)



Sessions 1 - 3 will focus on launching and growing a business. Sessions 4 - 7 will focus on specific business topics based on participant interest, as well as how to network effectively. Participants are expected to attend all seven sessions.

For more information and session descriptions go to
www.uaa.alaska.edu/chd/selfemploymentworkshop

Space is limited. Apply online now!
www.uaa.alaska.edu/chd/selfemploymentworkshop

Click here to apply

For more information contact:
Danielle Reed
Center for Human Development
P: 907-264-6230 or 1-800-243-2199
E: danielle@alaskachd.org



This online workshop series is for self-employed individuals with disabilities. You must meet the following requirements to participate:

- Low income
- Experience a disability
- Own a business or be in the process of starting a business

Please contact us if you have questions or if you need assistance with computer access for this series.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.
Contact Karen Heath, 907-264-6273.

Funded in part through a grant award with the U.S. Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.



□ Apply by Feb. 24th, 2012
□ 7 sessions starts Feb. 28
□ danielle@alaskachd.org



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Welcome to AKSourceLink

Who We Are

AKSourceLink helps small businesses to grow and prosper by providing business owners with easy access to needed services. AKSourceLink strengthens the nonprofit network by collaborating with small business providers to enhance their effectiveness, resulting in economic growth and impact.

What We Do

AKSourceLink connects a network of more than 140 not-for-profit business support organizations across the state of Alaska to aspiring and existing business owners who need their services. Browse through a complete list of [resource partners](#) in our network.



[Seafood Direct Marketers Process](#)

A comprehensive guide intended to assist direct marketers through the process of obtaining a Direct Market License.

Alaska Marketplace Competition Underway

The 2011 *Alaska Marketplace* Competition will take place over a 17 month period, beginning with a call for applications, culminating with an award ceremony, and ending 12 months later when the innovative ideas have been implemented.

Short, simple *Alaska Marketplace* Applications were due August 1, 2011. For the first time ever, 2011 participants were given the choice between two different tracks:



Need help with a business plan? Financials? Marketing Plan? Taxes? [Find an expert right now!](#)



Find information on a wide variety of [business topics](#).

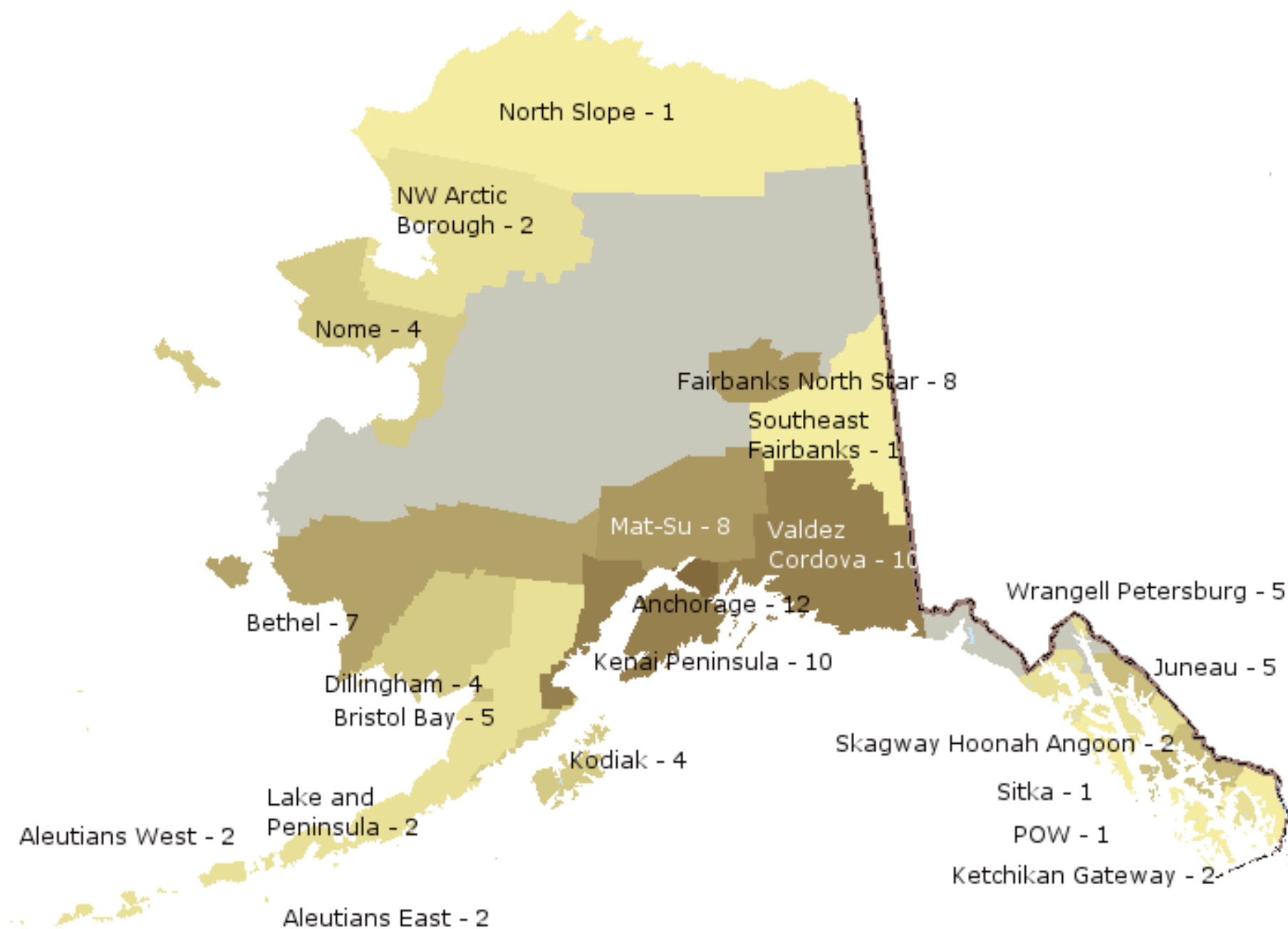


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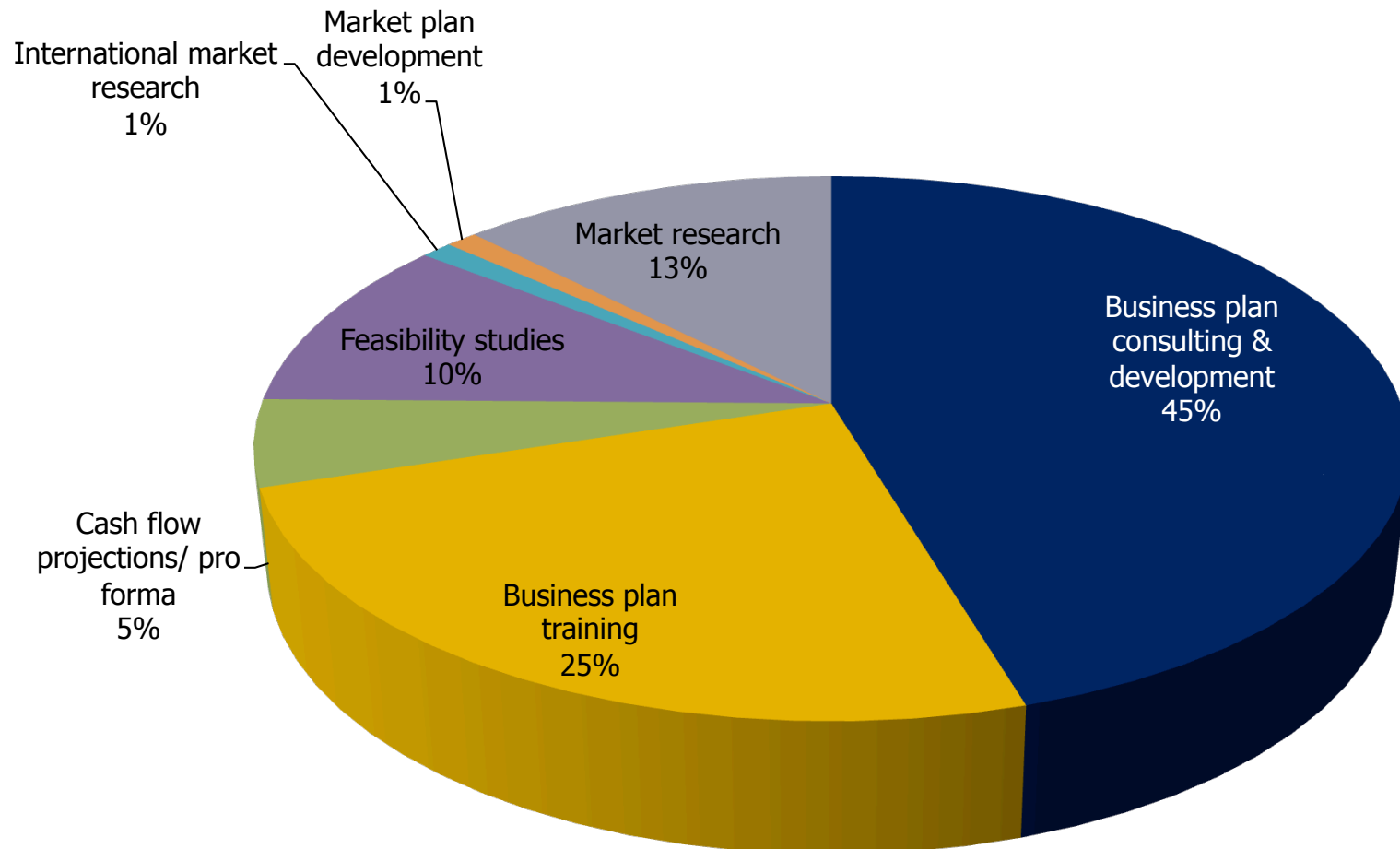


Geographic search data

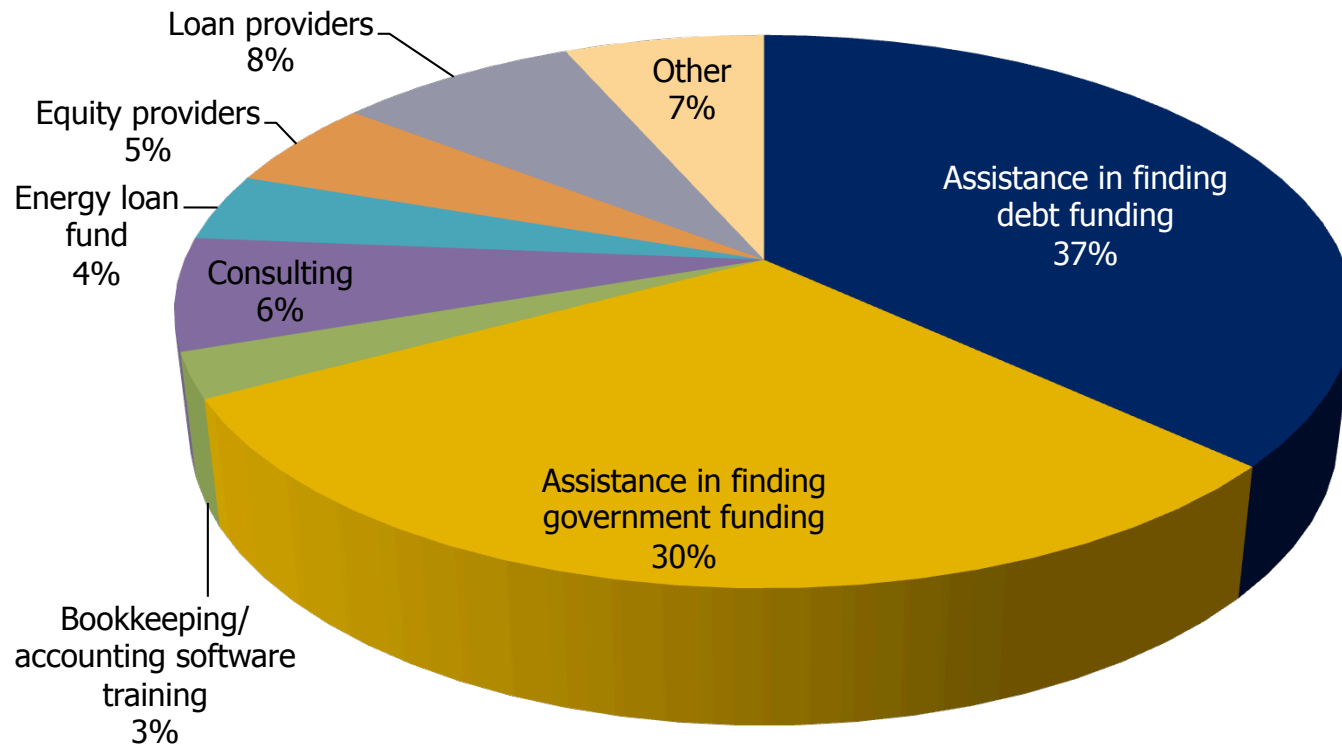
- ▶ **Top 10 zip codes** – Anchorage, Juneau, Nome, Fairbanks, Seward, Palmer, Kotzebue, Wasilla, Bethel, and Aniak
- ▶ **Other zip codes** – Adak, Big Lake, Chugiak, Clark's Point, Copper Center, Cordova, Craig, Dillingham, Douglas, Eagle River, Fort Yukon, Galena, Gambell, Girdwood, Glennallen, Goodnews Bay, Grayling, Healy, Kake Kenai, Ketchikan, King Cove, King Salmon, Kipnuk, Kodiak, Kotlik, McGrath, Nikolski, North Pole, Pelican, Petersburg, Point Lay, Port Heiden, Saint Mary's, Saint Michael, Saint Paul Island, Scammon Bay, Skagway, Soldotna, Sterling, Unalaska, Wrangell, Yakutat



Business planning services



Financial resources services





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Management

Marketing

Newsletters

Research

SBA 8(a) Program

Social Networking

Tax Information

The Business Plan

University of Alaska

Veterans Assistance

[Home](#) / [For Businesses](#) / Resource Directory

Resource Directory

Browse through AKSourceLink's directory of organizations serving businesses across Alaska. Here you will find a wealth of information about services available to help you start a business or develop an established business.

You can search by:

- **Name** of the organization or business
- **City** or community
- **Zip code** - Click on "Distance" after results are returned to find the providers closest to you. Note: Distances are calculated from the geographic center of the zip code and may not represent actual physical distance.

For an alphabetical list of all service providers in the directory, click on Search.

If you are looking for a specific type of service, please go to [The Resource Navigator](#), where you can do a customized search.

Keyword**Name****City****Nearby Zip Code**

1 2 3 4 5 6 7 8



Page size: 20

143 items in 8 pages

Details

The Bar is responsible to the Alaska



SBA 8(a) Program
Social Networking
Tax Information
The Business Plan
University of Alaska
Veterans Assistance
Women in Biz

Seafood Direct Marketers Process

Financing - Division of
Investments
Direct Market Requirements
Boat Template
Building Template
Equipment and Supplies

Business News

Success Stories

Legal Services

**Find an
Expert**

**Call Us
Toll Free**
888.554.6525
M-F 8:30-4:30pm

Search

Details

Evergreen Business Capital



Helps businesses use SBA 504 loan program to purchase, construct, or remodel commercial real estate and equipment at a lower interest rate and with less money down.

Barbara Gill
P.O. Box 3673
Palmer, AK 99645
Phone: (907)746-5047
Email: Barbara.gill@evergreen504.com
Website: www.evergreen504.com

Greater Palmer Chamber of Commerce



Provides leadership that fosters growth and prosperity by ensuring the Greater Palmer area is the best place to operate and grow a business, as well as the most desirable place to live, work, play.

Jillyan Webb
550 S. Alaska Street, Suite 101
Palmer, AK 99645
Phone: (907)745-2880
Email: director@palmerchamber.org
Website: www.palmerchamber.org

MASST Mat-Su



Places older individuals in community service positions and provides job training to help them become self-sufficient, provides support to organizations that benefit from increased civic engagement, and strengthens the communities that are served by such organizations.

Rick Van Tassel
Palmer Senior Citizens Center
831 South Chugach Street
Palmer, AK 99645
Phone: (907)745-5454
Email: psccows@mtaonline.net
Website: <http://labor.state.ak.us/masst/home.htm>

Mat-Su Convention and Visitors Bureau



Our purpose is to strengthen and cultivate a vibrant tourism industry.

Casy Ressler
7744 E. Visitors View Court
Palmer, AK 99645
Phone: (907)746-5032
Email: casey@alaskavisit.com
Website: www.alaskavisit.com



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Resource Library

This library contains valuable resource documents and links to help you realize your business goals. It can save you a great deal of time in searching for important information!

How to use this library - Click on a category name link in the left-hand column to see all resources in that category. Or search the entire library by keyword or a specific category.

We update and add information to the Resource Library regularly, so check back often.

We welcome your suggestions to expand this library for entrepreneurs and small business owners. Feel free to email your ideas and suggestions to info@AKSourceLink.com



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Find A Resource

Are you looking to start a business? Or, do you need business management assistance for an established business? Using AKSourceLink's Resource Navigator, it's easy to conduct a search for assistance that's customized to your business.

Just answer a questions about your business and then select the assistance you need from a comprehensive menu of services available from resource providers across the state.

If you answer the optional questions about minority-owned and women-owned businesses, the information will help us to plan future services that meet the needs of Alaska's business owners.



Some providers tailor their services to specific types of businesses.
Answering these questions will help match you to the most appropriate resources.

Step 1 Tell Us About Your Business



Some providers tailor their services to specific types of businesses.
Answering these questions will help match you to the most appropriate resources.

Step 1 Tell Us About Your Business

Zip Code *	<input type="text" value="99645"/>	Business Stage *	<input type="text" value="Established Business"/>
Completed Business Plan *	<input type="text" value="Yes"/>	Industry *	<input type="text" value="Retail"/>
Minority Owned	<input type="text" value="Other"/>	Women Owned	<input type="text" value="Please Select (Optional)"/>

Step 2 How Can We Help?

Assistance Needed *	<input type="text" value="Please Select a Category"/>
Specific Need *	<input type="text"/>

Search for Resources

Please Select a Value
Agribusiness
Archaeology/culture recovery
Arts
Berry products
Biosciences
Construction
Energy
Film industry
Finance
Fisheries
Food processing
High Tech
Information technology
Life Sciences
Manufacturing/production
Mining exploration/development/ops
National security
Other
Restaurant
Retail
Seafood production
Services
Tourism
Transportation/logistics
Wholesale

Want to talk to a real person?
Our Hotline is staffed from 8:30a.m. - 4:30p.m.
Call toll free: 1-888-554-6525 (8885 Link AK)

THE RESOURCE Navigator

Here are your search results!

Search results for: Marketing / Market plan development

Service Provider	Profile	Include in Report
U.S. Small Business Administration Email: alaska_do@sba.gov Phone: (907)271-4022 37.02 miles from you map	The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the ... More Information »	<input checked="" type="checkbox"/>
YWCA Anchorage Women's Business Solutions Email: cailleo@ywcaak.org Phone: (907)644-9611 37.02 miles from you map	YWCA Anchorage Women's Finances, the only Women's Business Center in Alaska, is part of a net... More Information »	<input checked="" type="checkbox"/>
Alaska SBDC Central Region Email: Phone: (800)478-7232 9.73 miles from you map	The Alaska Small Business Development Center (AK SBDC) assists startups and existing businesses w... More Information »	<input checked="" type="checkbox"/>
University of Alaska Anchorage Workforce and Professional Education Program Email: anpjs1@uaa.alaska.edu Phone: (907)786-7608 24.83 miles from you map	The Chugiak-Eagle River Campus (CERC) has a variety of resources from which to draw for short-ter... More Information »	<input checked="" type="checkbox"/>
University of Alaska Center for Economic Development Email: ancab5@uaa.alaska.edu	UACED provides technical assistance in the form of information, research data, and know-	<input type="checkbox"/>

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Want to talk to a real person?
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Call toll free: 1-888-554-6525 (8885 Link AK)